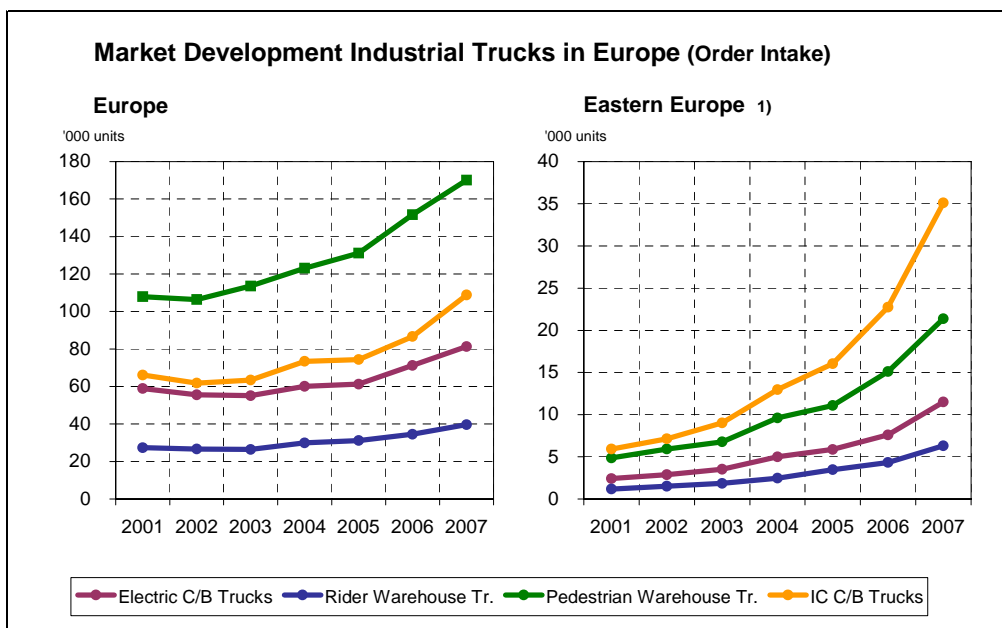




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Facts Industrial Truck Market



Despite the turbulence in the financial markets caused by the subprime crisis, the **European Economy** developed strongly last year. For the second year in row the EU managed to grow at a GDP rate close to 3 percent in 2007.

The European industrial truck market grew on average by 16% with a stronger increase in the first half of the year. The growth rate is representative for all product groups. Strong increase in the demand could be observed in Italy and Germany whereas in Spain the market was only slightly growing.

For the current year 2008, economic growth is influenced by the financial market crisis. After 4 month with positive growth rates the industrial truck market faced a strong downturn since May. For the whole year an average decrease in Western Europe of about 2 – 4 % is expected.

The strong economic growth in the **Eastern Europe** countries continued in 2007. The growth again exceeded the growth in Western Europe resulting in a more positive development of the industrial truck market.

With an increase of nearly 50%, Eastern Europe grew clearly stronger than the Western Part (+10,7%). This growth was particularly driven by forklift trucks but also by warehouse trucks. The strongest increase has been observed in Russia, Poland, Ukraine and the Baltic States.

Prospects for the further economic development in this year are favourable for Eastern Europe. The recovery will remain on a broad basis. For 2008 an dampened market increase but still exceeding 15% is predicted.

1) Eastern Europe contains the following countries: AL, ARM, AZE, BY, BA, BG, HR, CZ, EST, GEO, H, KZ, KGZ, LV, LT, MK, MD, PL, RO, RUS, SK, SLO, TD, TMN, UA, UZ, YU.